

CTE Skill Certificate Test Performance Documentation

This document must be submitted to the test coordinator along with the test scan sheets at the time of testing. It will be submitted to the USOE for the audit and a copy kept on file for two years.

Course: Entrepreneurship
Test Number: 451
School:
Instructor's Name:

Students in course:
Students tested:
Date:

This is to verify that the students on the attached class roll* accomplished the following performance objectives at or above the 80% (moderately to highly skilled) level.

1. Create a business plan which includes the following components: a description of a business, a marketing plan, a production and operations plan, a management and organizational plan, and a financial plan.
2. Create, conduct, and evaluate a market research survey which discovers the demographics, geographics, psycho graphics, and behavioristic information of the target market.
3. Prepare an organizational chart for a business outlining specific job titles, duties and responsibilities.
4. Research and evaluate advantages of franchises in a local market.
5. Research and evaluate the advantages and disadvantages of various types of business ownership.
6. Compile a list of ten household products and compare the pricing strategies of four retail outlets. Complete a one page summary of your findings.
7. List five financial resources available for small business funding and list the advantages and disadvantages of each.
8. Compile a report on an international market which discusses culture, imports, exports, and trade restrictions.
9. Interview an entrepreneur in an existing business community.
10. Utilizing the Internet, compile a paper on a historical entrepreneur.

Each performance is documented and kept on file for two years. (check one or more)

- ☐ Individual student performance tracking sheets
- ☐ A class period summary score sheet
- ☐ Recorded and identified in the class grade book

Instructor's Signature: _____

*Attach a copy of the class period roll and draw a single line through any student on the roll not accomplishing ALL required performance objectives at the 80% (moderately to highly skilled) level.